

62

MERRIMACK

Vol. 21

DECEMBER 1959

No. 12

ESSINGER



Christmas Morning
Concord, New Hampshire



*Take father off his feet at Christmas ! !
Give him a Gift of Gifts . . .*

SNOW BIRD POWER SNOW REMOVER

The New - - - Heavy Duty Performance
Remover is a Winner

It is a Heart Saver . . A Time Saver . . A Money Saver

DeLuxe Model Only - - - \$219.95
(with electric starter - \$254.45)

On Sale at - - -

— **22 Merrimack Stores** —



MERRIMACK'S MESSENGER

Published Monthly by
MERRIMACK FARMERS' EXCHANGE, INC., CONCORD, N. H.

Vol. 21

DECEMBER 1959

No. 12

Doings at the 39th Annual Meeting

Better than 300 stockholders and friends were on hand for the 39th Annual Meeting of the Merrimack Farmers' Exchange, Inc., on November 16 at Bow Community Hall, Bow, N. H. President George Bassett of Fremont presided.

Nathaniel F. Bigelow, C. P. A. reported that the Exchange is in a sound financial condition. He stated that sales for the year totaled \$6,088,238.95, expenses were \$999,183.81, leaving a profit, after taxes, of \$33,453.08.

General Manager Reports

General Manager Loren A. O'Brien reviewed the overall picture of activities and problems. He presented the matter of meeting competition from a fast integrating poultry industry . . . the loss caused by poultry operators going out of business . . . reduction in dairy farms and other challenging factors this past year.

To meet the challenge the Exchange cut its expenses \$63,450 and in four years cut expenses \$268,502. Mr. O'Brien declared: "We find that when a farmer stops at a Merrimack Store for feed he wants to be able to pick up other everyday needs. He will now find some 4,000 items to choose from."

In response to requests for a Merrimack Dog Food, Dr. Albert E. Tupper, poultry specialist compounded a dog food and after long months of study and experiment, the first bag of *Merrimack Premium Dog Food* was

put on the market April 27. Sales totaled over 5 tons the first month. Today sales are running a carload a month and it is expected that sales will double the coming year.

In spite of the fact that there are fewer poultrymen and dairymen, sales are going up. A recent month showed the highest total sales since 1955. Bulk feed sales are steadily mounting, with some Merrimack stores delivering 60 per cent of their feed by bulk. To take care of this increase the Exchange has added two new bulk trucks this past year. There are six bulk trucks working out of the Mill, one at Claremont and one at Woodsville. Modernly equipped to handle any contingency, the Bow Mill manufactured over 50,000 tons of feed the past year under the supervision of Carlo T. Bruno.

The Bow Warehouse handled better than 15,000 purchase orders, or a total of 9,270 tons of various types of merchandise, according to figures released by Purchasing Agent Charles W. Fletcher.

Mr. Chase Reports

Assistant General Manager Harold A. Chase stated that the Rochester store was tops in sales for the year, with a total of \$437,909. He presented the breakdown of total sales: Grain and feed \$4,098,576 . . . building materials \$469,792 . . . seed, spray and fertilizer \$555,225 . . . coal \$91,388 and miscellaneous items \$499,953.

(Continued on Page 4)

ANNUAL MEETING

(Continued from Page 3)

The Merrimack "Easy-Pay" Plan of financing is increasingly popular and meeting a need on many farms. Some of the lead items financed are water pumps, including cost of drilling a new well . . . power lawn mowers . . . snow blowers . . . bulk milk tanks . . . automatic poultry feeders and milking machines, as well as roofing, shingles, siding, paint and insulation.

Four Merrimack Training Schools have been held at key stores. Subjects pertaining to *Merrimack Rations*, company policy, merchandising, and store operations were presented and a group discussion followed.

"A new Fall and Winter Service has been added," declared Mr. Chase. "Equipment sold by the Exchange will be repaired and serviced at the Bow Warehouse, with free pick-up and delivery. This is just another of the many services rendered by the Exchange."

President Bassett Explains Debentures

George A. Bassett, president, reviewed the growth and progress of the Exchange and stressed the fact that the company was overfinanced because of stock issued some years ago to finance marketing and freezer locker plants. Today there is need to shift to debenture issuance. The plan was unanimously voted.

Authorization is for a \$250,000 total to be issued in \$50,000 lots and used to reduce capital stock by equal amounts. This step reduces the income tax burden, increases the profit, and puts the Exchange on a firmer footing.

Page New Director

James J. Page of Benton was elected to the board of directors. Five other directors were reelected: Wilbur Stiles of Rochester; Theodore Frizzell, Charlestown; William Eaton, Goffstown; Malcolm Harrington, Laconia, and Wallace Reede of Windsor, Vermont. Members of the nominating committee were Alfred L. French of

Henniker, Morris Taylor, Laconia, and L. J. Ufford of Concord.

Senator Bridges Featured Speaker

Senator Styles Bridges was quite at home with Exchange stockholders and friends and did considerable reminiscing, including the days when he worked for and with George Martin Putnam, founder and president of the Exchange up to the time of his death. He boasted he was an early buyer of stock in the Exchange, adding that he would not part with it, for it is the only stock he owns that has paid consecutive dividends.

High tribute was paid the Exchange which he declared was one of the great business enterprises of the state and one of the good examples of the functioning of the free enterprise system in the nation. "It deserves the full support of the New Hampshire countryside," declared the Senator.

The Subsidy Menace

The Senator stated that "the day is coming when farmers will rise up against the subsidy programs as a whole in these United States, or they will see a great national scandal break over them." He continued: "This nation cannot continue to pile up surpluses, to pay out billions, and continue to help 80 nations from these surpluses, without jeopardizing the future of these United States." Programs the nation cannot loyally back include: "Crop subsidies and the Soil Bank." Such programs are costing the nation over several billion dollars per year. He pointed out that this gigantic subsidy drain happens to be seven times the total worth of all New Hampshire. He added: "This state is worth slightly under a billion dollars."

Scores Khrushchev

He took a wide verbal swing at Khrushchev, declaring that his peace talks sound good but are anything but good. "To be kept in mind," he said, "is the fact you cannot detect hydrogen or atomic bombs in reserve. It would be a simple matter for him to

inveigle us into destroying all of ours while he kept on hiding enough to destroy us."

"Khrushchev has the bloodiest record in the world," he declared. While professing world peace at the United Nations, he had his henchmen, all over the world, stabbing at Tibet, India and other groups. He is about as trustworthy as Hitler ever was. He has emulated Hitler and served advance notice of intentions to destroy us and bring up our grandchildren in the name of communism.

"America better be forewarned," the Senator declared. "It better act." With definite optimism he said that he knows the nation will act.

(Continued on Page 6)

Delectable Eating ...

MERRIMACK 5 lbs.
Wild Bird Seed 75¢

MERRIMACK 2 lbs.
Pop Corn 30¢

MERRIMACK 2 lbs.
Baking (Pea) Beans 31¢

(One of the many varieties of beans at your Merrimack Store)



OFFICERS AND DIRECTORS: l to r. Walton Stiles, Lawry Churchill, Fred Cann, clerk; George Carleton, vice-president; George Bassett, president; J. Lloyd Kelley, Joel Barney, Malcolm Harrington, William Eaton, Lester Connor, James Colby, William Jordan, Alfred Conner, John Liberatore. Absent when the picture was taken were: Leon Morris, Theodore Frizzell, Wallace Reede, Everett Rhodes and James J. Page.



ANNUAL MEETING

(Continued from Page 5)

Future Farmers President Speaks

Included on the afternoon program was Caleb Atwood, president of the Future Farmers of New Hampshire. He very ably presented the story of his organization and told of a recent meeting held at Kansas City.

Awards Represent 445 Years of Service

At the afternoon session service awards were presented twenty-nine employees. President Bassett presided and the presentation was made by Mrs. Loren A. O'Brien.

Bonds went to five 30-year employees, diamond pins for twenty-five years of service were awarded to four employees. Fifteen-year pins went to seven, ten-year pins to five and five-

year pins to eight. (See pictures on center spread).

Officers Elected

At the organization meeting officers for the ensuing year were named:

George A. Bassett, Fremont, President

George Carleton, Mont Vernon, Vice-President

Fred H. Cann, New Boston, Clerk
Louise E. Collins, Concord, Assistant Clerk

John C. Cushing, Concord, Treasurer

Everett H. Farnum, Suncook, Assistant Treasurer

Executive Committee members re-elected were:

George A. Bassett

George Carleton

Fred Cann

Walton Stiles

Lester Connor



WHITMOYER HYDROL CAN HELP STOP MANY DISEASES

. . . before they start

That's right. Prevention of disease by proper sanitation is still the practical and economical way to cut out profit-robbing disease losses.

Whitmoyer **HYDROL** is a sanitation product developed especially for poultry use. It is an oil dilution product . . . never creates dampness . . . penetrates further . . . and lasts longer.

Use **HYDROL** in brooder houses, laying houses, range shelters, etc.

ECONOMICAL — 1 Gal. Hydrol Produces 5 Gal. Spray Solution.

HYDROL . . . on sale at 22 Merrimack Stores
Distributed by **GRANDONE, INC.**, Norwood, Massachusetts



Good Cows - Good Land Good Care

By GEORGE L. WAUGH
Dairy Specialist

A thousand pounds of milk each month from every cow is a goal that many dairymen are striving toward.

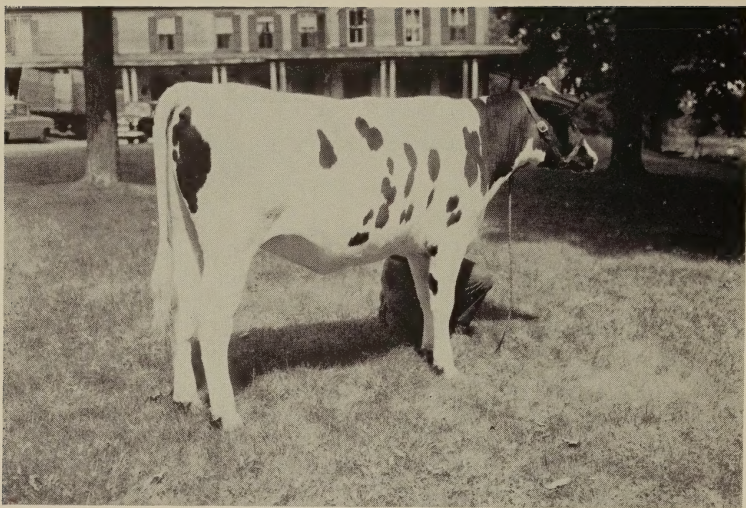
Mr. and Mrs. Robert Blanchard of Frankestown have achieved the goal since taking over a rundown hilltop farm a few years ago. By dint of hard work and good care they have built a herd and remodelled buildings that had suffered from long years of neglect into a productive dairy unit. With the extra care that the Blanchards give the cows, both grades and purebreds compare favorably with any herd in the country.

With 22 cows now milking, the neglected fields are coming back to provide roughage and pasture. These hill fields are basically "good land." They have withstood neglect but fertilizer and manure can again bring them into economical hay production. Many of the early settlers favored hill locations over the lighter soils of the intervals that needed more frequent plowing and seeding to maintain productivity.

With initial emphasis on production the Blanchards' herd is still made up largely of grades. Some purebreds have been purchased including calves for the boys. Robert's first calf, now a yearling, was third in 4-H group at Eastern States Exposition this fall. David, the younger boy, is not yet old enough for 4-H work but headed for a future showman.



THE BLANCHARD HERD on hill pasture with picturesque Mount
Monadnock in the background.



ROBERT BLANCHARD'S prize 4-H yearling is pictured here.



MR. AND MRS. ROBERT BLANCHARD, Francestown, with David.



Echo Valley Poultry Farm

By DR. A. E. TEPPER
Poultry Specialist

It was in 1930 that Everett Rhodes, Jr., and Margaret, his wife, took over operation of the Echo Valley Poultry Farm. Located in the hills to the south of the village of Walpole, the 50 acres, more or less, present a pretty picture of a busy poultry farm operation. We suggest you take another look at the accompanying air view of this farm.

Prior to 1930, Everett was employed by Hubbard Farms working in all phases of poultry farm and hatchery operation. One of his original projects in his new endeavor was the raising of started pullets for sale to others. Who said the started pullet business was a new productive venture? While Everett went through many trials and tribulations to produce these quality pullets, his venture must have encouraged him to expand for today the farm has a capacity of some 9,000 mature breeding birds.

Thirty years have gone by and he is still working for Hubbard Farms in the production of high quality hatching eggs. However, it's his own business operation now and his steady and continuous growth over the years attest to his successful good management. I should have used the word "their" instead of "his." Mrs. Rhodes

is a trained poultry woman in her own right for it was from her earlier success in 4-H poultry production projects that she earned enough ready cash to pay her way through college at the University of New Hampshire. Everett, too, had started at Durham but during the first few weeks of competition with the second year class he broke his leg. He returned home to convalesce. It was following this accident that he started to work at the Hubbard Farms.

At present the major poultry buildings consist of one combination 2 and 3 deck house containing 12 — 24'x24' pens and 3 — 34'x36' pens; 1 — 2 deck house 24'x250' and a combination size brooding and laying house with 2 pens 24'x90' and 2 pens 36'x48'. There is, of course, the usual complement of range shelters and storage areas incidental to a well established poultry farm with 15 acres of range area.

Although most all birds have formerly gone to the range from brooder house at 8 weeks of age, Everett has recently had good results from confinement rearing and believes he will use less range area in the years to come.

All buildings are equipped with carrier and track to ease the load of carrying feed in and eggs out. Birds are routinely hand fed by Dwight Jeffery, his brother-in-law who serves as manager in Everett's absence and by David Rhodes, age 20. Yes, other help is

(Continued on Page 10)

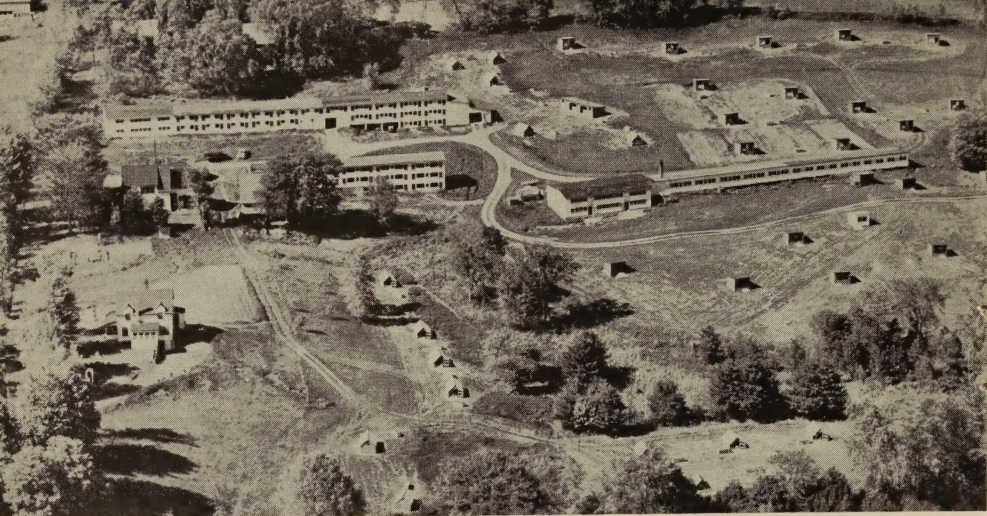
Feed-Egg Ratio

Dozens of eggs required to buy 100 lbs. mash*
Pounds of feed one dozen eggs** will buy
Daily return over feed cost***

†Nov. 2, 1959 Oct. 15, 1958

10.89	8.89
9.18	11.24
0.21	0.58

*Merrimack All Mash (\$4.03). **Large, Brown, Boston Wholesale (\$0.37). ***100 Birds laying at 50%. †Prices apply to first column.



AERIAL VIEW of Echo Valley Poultry Farm, Walpole, N. H.

Echo Valley Poultry Farm

(Continued from Page 9)

used at times to assist in cleaning up quarters and housing of birds.

Recently *Merrimack Bulk Feed* was added and Mr. Rhodes says he likes this convenience and would not want to return to individual bag handling.

He has not installed mechanical feeders as yet for he says he likes to be with the birds more and have his

helpers there more of the time. By hand feeding twice daily they are forced to be there. Nevertheless, equipment is not lacking for he uses trucks, tractor with spray rig for cleaning and disinfecting, litter conveyor, egg washer, egg grader, running water to all pens and last but not least an oil fired hot water furnace in the brooder house.

The general feeding routine used is *Merrimack Chick Starter with Nicarbazin* up to 8 weeks, *Merrimack All Mash with Sulfaquinoxaline* from 8 to 12 weeks and then *Merrimack All Mash* on through the production of hatching eggs. Yes, *Merrimack All Mash* is a complete breeder mash and produces good hatches for him on the average output of about 15-18 cases daily.

The Rhodes family of five includes Grace who is employed by R. H. Stearns of Boston as a buyer; David, a regular at home with his Dad; Carol, 11; Donald, 10, and Allen, 7, were all brought up, with New Hampshires as the mainstay of the farm. New Hampshires are still being used, this year mated with Hubbard No. 3 white for broiler production purposes.



Everything is funny as long as it is happening to somebody else.

— Will Rogers

MR. DWIGHT JAFFREY, Mrs. Rhodes and Director Everett Rhodes of Walpole are pictured here.



SMOKE SIGNALS



The CHRISTMAS SPIRIT is in the air . . . that warm feeling of friendship and festivities. And what to make a relative or friend especially happy is often the question. Listed below you will find practical gift suggestions as well as items which will help you with your work during the coming year.

* * * *

SNOW BIRD SNOW REMOVER — Ah, there is the gift for Dad or Hubby. It is the snow remover of the hour and priced at only \$219.95 (down payment \$22.00 — monthly payment \$14.00 via the *Merrimack Easy-Pay Plan*.) Look at one today and convince yourself of its worth.

* * * *

PLANET JR. TRACTOR — Super Tuffy is a winner . . . and so versatile. Lighten the work load for your loved one. It is priced at \$153.70.

WOODEN SNOW SCOOPS — They really "scoop" the snow and slush —

24"	\$6.75
30"	\$8.25

* * * *

CURRY COMBS — In response to requests you will find No. 3921 Rubber Curry Combs at your *Merrimack Store* priced at 80¢ each.

* * * *

STAINLESS STEEL MILK PAILS — The extra heavy open top — 13 quart — pail is ever popular, priced at \$10 — 16 quart \$11.90.

* * * *

HALITE is a must around every home. Halite melting crystals melts MORE ice and snow FASTER. Take your pick: 10 lb. bag 35¢ . . . 25 lb. bag 79¢ and 100 lbs. \$1.97.

* * * *

LINE-O-HEAT is the world's largest selling heating tape. It has been rightfully said "Line-O-Heat can take a beating and keep on heating." It will keep water pipes and pumps from freezing . . . prevents damaging freeze-ups of roof eaves, valleys and gutters, as well as many other uses:

4 ft.— 15 watt	\$1.80
6 ft.— 30 "	1.98
12 ft.— 60 "	2.60
20 ft.— 100 "	3.35
30 ft.— 150 "	4.50
40 ft.— 200 "	5.60
60 ft.— 300 "	7.95

* * * *

GOLD BOND GYPSUM BOARD has stood the test of time . . . and still going strong: $\frac{3}{8}$ " Thick — 4' x 6' . . . 4' x 7' . . . 4' x 8' . . . 4' x 9' . . . 4' x 10' . . . 4' x 12' sells for \$53.00 per M.

(Continued on Page 19)

MERRIMACK SEED CATALOGUE

The January issue of MERRIMACK'S MESSENGER will take the form of a Seed Catalogue . . . THE MERRIMACK SEED CATALOGUE. New and old varieties of garden and vegetable seeds will be listed, as well as allied lines. You will enjoy and profit by studying the MERRIMACK SEED CATALOGUE.

MERRIMACK'S MESSENGER



Vol. 21 December 1959 No. 12

Editor

LOUISE E. COLLINS

Director of Public Relations

GUS McLAUGHLIN

Merrimack's Monthly Messenger, the magazine of the Merrimack Farmers' Exchange, Inc., is published three times a year, April, July and October. The Merrimack Seed Catalogue is issued in January.

Merrimack Farmers' Exchange is a farmer-owned and stock-financed co-operative which operates a mill and 22 retail stores serving New Hampshire. The Exchange manufactures Merrimack Feeds which it distributes with many other farm and home needs to about 15,000 customers. For these customers it controls the quality and price of poultry and livestock feeds in its territory.

The Exchange neither requests nor receives any tax exemption or reduction beyond those applicable to all business.

The Main Office of the Merrimack Farmers' Exchange, Inc., is at 18-22 Low Avenue, Concord, N. H., telephone CAPITOL 5-6662. Use the same number to call Merrimack's Milling Department and the Warehouse at Bow. For *equipment* service call your nearest Merrimack store.

General Manager of the Exchange is Loren A. O'Brien, and assistant manager is Harold A. Chase. Carlo T. Bruno is manager of the Milling Department and Charles W. Fletcher is purchasing agent.

All prices quoted in this publication are subject to change without notice.

MERRIMACK FARMERS' EXCHANGE, Inc.

OFFICERS

George A. Bassett	President
Fremont	
George Carleton	Vice-President
Mont Vernon	
Fred H. Cann	Clerk
New Boston	
Louise E. Collins	Asst. Clerk
Concord	
John C. Cushing	Treasurer
Concord — Route 4	
Everett H. Farnum	Asst. Treasurer
Suncook — Route 1	

DIRECTORS

Joel Barney	Plymouth
Lawry W. Churchill	Westmoreland Depot
James T. Colby	Hudson — Route 1
Alfred F. Conner	Derry
Lester Connor	Henniker
William Eaton	Manchester — Route 2
Theodore J. Frizzell	East Charlestown
Malcolm Harrington	Laconia
William T. Jordan	Concord
Little Pond Rd.	
J. Lloyd Kelley	Franklin
John Liberator	Newmarket — R.F.D.
Leon Morris	Rindge
James J. Page	Benton
Wallace Reede	Windsor, Vt. — R. F. D.
Everett Rhodes	Walpole
Walton Stiles	Rochester

* * *

Dr. A. E. Tepper	Poultry Specialist
George L. Waugh	Dairy Specialist

* * *

STORE MANAGERS

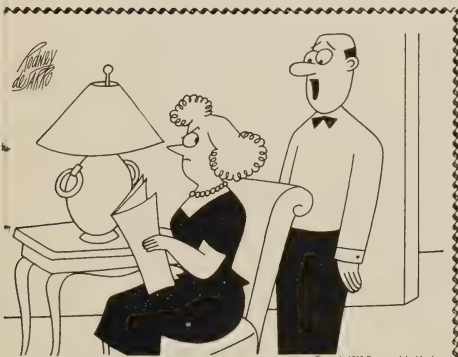
Bow	Edward Raymond	CA 5-6661
Bradford	Harold Hurd	102
Claremont	Dana Woodman	1894
Concord	Alvin Moses	CA 5-6662
Derry	Oscar Thompson	379
Epping	Ernest West	2511
Epsom	Arthur Smith	RE 6-4721
Exeter	William Wright	PR 2-5951
Franklin	Earl Picard	156
Goffstown	Paul Nadeau	HY 7-4831
Henniker	Clarence Fitch	55
Keene	Adelbert Twitchell	EL 2-0328
Laconia	Donald Butterfield, Jr.,	
	LA 4-1080	
Manchester	Richard Rogers	NA 5-6403
Milford	Larry Amsden	404
Nashua	Everett Haynes	TU 9-9012
Ossipee	Raymond Brooks	LE 9-4432
Peterborough	Donald Harris	WAL 4-3941
Pittsfield	John Cotton	GE 5-6942
Plymouth	Hollis Willoughby	245
Rochester	Donald McLain	1040
Woodsville	Arthur Morrison	7-2083



ROUTE SALESMAN OF THE MONTH — John Kline, left, is shown with Arthur Reed, Winchester, and his pal Lassie, ready to unload **MERRIMACK RATIONS**. John, employed at the Keene Store for six years, is ever ready to render Merrimack Service. The Klines have six children.



Deck the house with evergreens,
mistletoe and holly,
We hope old Santa's bag's chuck full
of gifts to make you jolly,
With Christmas gifts, good friends,
pine trees and holly,
We wish you all a Christmas that is
jolly!



Copyright 1957 Cartoons-of-the-Month

"Dear, if I promise to clean the whole house for you,
and not to ask again for six months, could I play cards
with the boys tonight to prove I'm not henpecked?"



**is New England's Favorite
Cleaner - Sanitizer**



**CONVENIENT
ECONOMICAL
EFFICIENT**

For all dairy uses!



SPRINGFIELD 9, MASS.

**Join the thousands of satisfied
farmers who keep counts low . . .
equipment clean with INHIBAC.**

On sale at . . .

22 MERRIMACK STORES



The cost of realistic insurance coverage on buildings and equipment is surprisingly low. The cost of replacing property in the event of fire and other types of damage is startlingly high. Morrill & Everett, your local Independent Insurance Agent will gladly give you facts and figures that will give you assurance you ARE covered in the event of loss. Call or stop in . . . soon.



LADIES' SPECIAL

Add Relish to Your Christmas Turkey

Cranberry Rice Relish is as colorful and merry as Christmas holly and tinsel. It is a delicious combination of new and traditional flavors to go with the handsome holiday bird. The ever-popular and expected cranberry is elegantly enhanced with rice marinated in sauterne, crushed pineapple, orange, mincemeat and pecans. Surely no turkey will find a more delectable companion than this brightly colored relish.

Cranberry Rice Relish can be prepared well in advance, to avoid extra last-minute hubbub while you are getting the Christmas dinner ready. The only cooked ingredient, rice, may be made as long as several days in advance and stored in the refrigerator until needed. Chopping the fruits and nuts can be done the night before, leaving only the mixing and the happy eating for the big day.

CRANBERRY RICE RELISH

- 1 ½ cups cooked rice marinated in ¾ cups sauterne wine
- 3 cups fresh cranberries, chopped fine
- 1 cup crushed pineapple, well drained
- 2 oranges, quartered and ground fine
- 1 cup brandy flavored mincemeat
- 1 cup sugar
- 1 cup broken pecans

Marinate rice in sauterne for about 3 hours. Chop or grind cranberries and oranges. Add crushed pineapple, sugar, mincemeat and nuts. Let stand and chill while rice marinates. Combine cranberry mixture with marinated rice.

• • • • •

FESTIVE CITRUS SALAD

- 1 envelope unflavored gelatin
- ¼ cup lemon juice
- ¼ cup sugar
- ¾ cup orange juice
- 1 7-ounce bottle 7-Up
- ½ cup chopped pecans or nuts

Sprinkle gelatin over lemon juice and let gelatin soften. Place over low heat a few minutes, stirring, to dissolve gelatin. Stir in sugar and let cool slightly. Stir in orange juice. Mix in 7-Up and add nuts and pour into a 1-quart mold. Refrigerate until firm. Makes 4 servings.

The Business Meeting Gets Underway



PRESIDENT GEORGE A. BASSET reviews the history of the Exchange, and presents the matter of debentures.



GENERAL MANAGER LOREN A. O'BRIEN presents the overall picture for the fiscal year.



CALEB ATWOOD, president of the Future Farmers of New Hampshire, relates some of the activities of his organization to **SENATOR STYLES BRIDGES**, keynote speaker.



ASST. GENERAL MANAGER HAROLD A. CHASE covered the retail end of the business, the Merrimack "Easy-Pay" Plan and the new repair service.

REPRESENTING 445



30-YEAR EMPLOYEES each received a bond. 25-Year award was a diamond service pin. l. to r. Albert (Tut) Hardy (30), Donald McLain (25) Herbert Follansbee (30), Harold Todd (25), John Cushing (30), Ernest West (25), Harold Chase (30). Julius Avery (25) was absent when the picture was taken.

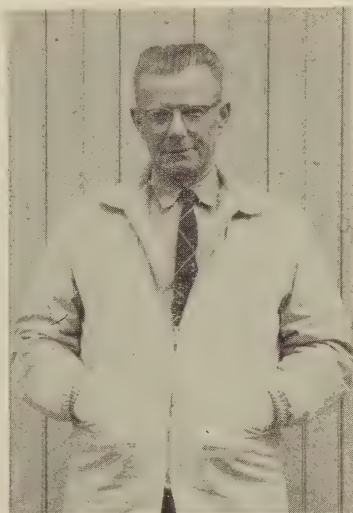


10-YEAR and 5-YEAR PINS: l. to r. Robert Wheeler (5), Clarence Wheeler (5), Andrew Fyfe (5), George Leighton (5), Raymond Brooks (10), Earl Johnson (10), William Dearborn (10), and Richard Morse (5). Pins were also awarded to Weston Chadwick, Mrs. Dorothy Farwell, Herbert Sleeper, Harold Strong and Joseph Jaworski.

YEARS OF SERVICE



15-YEAR PINS: l. to r. Milan Clark, George Hatch, Ralph Stacy, Walton Leighton, Arthur Curtis and Sauveur Audet. Harold Mahoney, retired during the year, also received a pin.



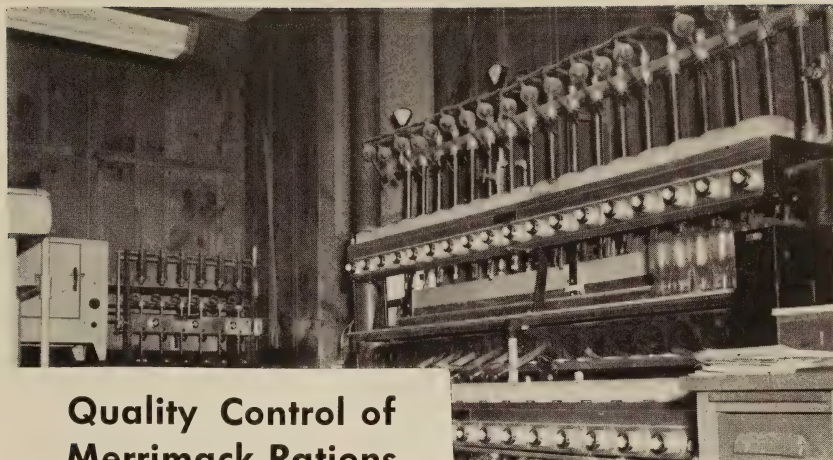
OSCAR (HON) THOMPSON
was the recipient of a bond upon
completion of 30 years of
service.



LADIES OF THE EXCHANGE served the noon luncheon: Mrs. William Wright, Mrs. Edward Davis, Mrs. George Waugh, Mrs. Patrick Donovan, Mrs. Harold Chase, Mrs. Webster Bryant and Mrs. Raymond Brooks.



LUNCH TIME . . . a popular time . . . when a musical program was presented by The Country Siders, Mr. and Mrs. Paul Homuth and Ray Patch.



Quality Control of Merrimack Rations

By PAUL SCRIPTURE, *Chemist*

Quality control of animal and poultry feeds at Merrimack's Bow Mill starts with the arrival of ingredients which go into the 50 Merrimack Rations.

A sample is taken of each carload or truck shipment and brought to the laboratory. Samples are examined to see if they are of the grade ordered and suitable for use in the rations. In the case of grains that must be ground, it is necessary to check the out-put of the grinding machinery to be sure that the proper degree of fineness is obtained.

In addition to the grain products needed, most rations now carry several vitamins, medicants and minerals which must be weighed or premixed ready to be incorporated in the mixed rations. The Merrimack Laboratory is responsible for all vitamins and medicants.

During the mixing of each batch of feed a sample is taken and examined for uniformity. A test is then made for protein, fat and fibre. Tests are also completed for some medicants such as nicarbazin which should be used only for growing poultry.

Laboratory testing assures Merrimack customers of high quality rations at all times.

SMOKE SIGNALS

(Continued from Page 11)

ZENITH SCALES — have been serving the poultrymen about the country for many years. Let the Zenith Scale do a job for you . . . only \$4.50.

* * * *

POULTRY WATER WARMER — Smith-Gates is the name — is very timely. A warmer that will maintain 12 quarts of water in a round container at about 50° F. in a room at zero. Made to be immersed in water without fear of electric shock and supplied with 6 foot neoprene cord and plug. Selling price \$5.20.



STONE TOP WINNER

Howard A. Stone, Claremont, was awarded the \$35 top prize and the high individual trophy at the Annual Eastern Intercollegiate Poultry Judging Contest held last month at the Pennsylvania State University. The team from UNH, of which he was a member, won second place in the Intercollegiate Judging test.

JACKMAN & LANG, INC.

Established 1867

DEAN P. WILLIAMSON, *Manager*

ROY CLUFF, JR., *Associate Manager*

INSURANCE



SURETY BONDS

Dial Capitol 5-2773

2 SOUTH MAIN STREET

- - - CONCORD, N. H.



I will honor Christmas in my heart, and try to keep it all the year.

. . . *Charles Dickens*

HENRY E. SIMPSON, Rumney Depot, might well be proud of his Boxer Pups. They are being raised on MERRIMACK PREMIUM DOG FOOD.

The Granite State Gardener

By J. T. KITCHIN
*Extension Horticulturist
Cooperative Extension Service
University of New Hampshire*

The New Hampshire State 4-H Vegetable Identification, Grading and Judging Contest was held at Deerfield Fair Oct. 3. In the county contest the Merrimack County team composed of Larry Evans, 1631 River Road, Manchester; Lawrence White, Oak Hill Road, Concord and Leon French, Boscawen, captured first place. Rockingham County was second with the team of Jackson Pratt, Hampton; Alvin Peabody, Windham and John Durant, Bunker Hill Avenue, Stratham. The Cheshire County team of Garry Kerno-zicki of Keene, Walter Bolles of Keene and Beth Bascom of Alstead placed third.

The State Vegetable Judging team is selected in the same contest to represent New Hampshire at the National Junior Vegetable Growers Association convention and national contest early in December. The New Hampshire 4-H team will be composed of Larry Evans, Alvin Peabody and Lawrence White with Walter Bolles as alternate. Deerfield Fair pays the expenses for a team of three to attend the national convention and contest of the N. J. V. G. A.

The contest includes the identification of 22 insects which may be troublesome in vegetable growing such as aphids, cabbage maggot, cutworm, corn borer, corn earworm, squash bug, wireworm and white grub. Contestants are asked to identify deficiencies of nitrogen, phosphorus, potassium and boron. Sixteen diseases of vegetables are included in the contest. Identification of weeds, defects in potato tubers such as air crack, late blight, hollow heart, scab and rhizoctonia and identification of vegetable varieties.

Grading of potatoes to standards of U. S. Grade No. 1 is carried out with a lot of 100 potatoes. Contestants are

(Continued on page 25)

This is

Water Warmer Weather

The Smith-Gates

Automatic Electric Water Warmer

will pay for itself quickly by
maintaining egg production.

* * *

Safe . . . submersible

\$5.20 each

(Cheaper by the dozen)

Big 10-oz. all-purpose tumblers of famous Melmac® plastic in a beautiful pastel color — yours *free* with Hood Calf Starter. Get 1 free in every 25 lb. pail or box . . . 2 free in every 100-lb. drum.



the better feed for better calves

Dow's Dog Food

"	5 lbs.	\$.58
"	25 lbs.	2.60
"	100 lbs.	9.90

"	5 lbs.78
"	25 lbs.	3.53
"	100 lbs.	13.60

"	5 lbs.84
"	25 lbs.	3.82
"	50 lbs.	7.50
"	100 lbs.	14.75

22 Merrimack Stores

Announcing a New Fall and Winter Service!

You will soon be storing your power lawn mower and garden tractor until spring. All too many people put such equipment in the back of the garage or barn and hope it will work satisfactorily in the spring. This type of equipment represents a real investment.

We are pleased to announce a **new service** that will help you realize a greater return on this investment and, at the same time, give you the satisfaction of knowing that your equipment will be ready at a moment's notice next spring.

We will pick up and deliver your equipment **FREE OF CHARGE**. The labor charge for service work on your equipment will be at the rate of \$3.50 per hour. Worn out parts will be replaced and will be charged to you at the manufacturer's prevailing price at the time the replacement is made. If, in our opinion, the equipment is "too far gone" for satisfactory repair, we will contact you. Garden equipment is comparable to cars and trucks in that there comes a time when it is impractical to spend money for repairs.

If you will return memo below **NOW** you will help us to better serve **YOU**, and your equipment will be returned in tip top shape ready to go to work for you come spring.

We sincerely hope you will take advantage of this **NEW MERRIMACK** Service.

Sincerely yours,

MERRIMACK FARMERS' EXCHANGE, Inc.

..... Manager, Store

Please pick up the following equipment:

..... Hand mowers

..... Power reel mowers

..... Rotary mowers

..... Garden tractors

I authorize Merrimack Farmers' Exchange to repair equipment and supply necessary materials. Equipment to be picked up at the following address:

.....
It is understood it will be returned as soon as work is completed.

(Signed)

4-H SPOTLIGHT

Significant Garden Contest

By THOMAS J. HAHN, *Club Agent*

A county-wide 4-H garden contest featuring Merrimack seed collections was sponsored in Grafton County by prominent businessman T. Borden Walker this summer.

Over 50 4-H boys and girls from age 9 to 13 received eleven Merrimack vegetable seed varieties to plant. Good gardening practices to be followed and score sheets to be used were drawn up by Mr. Walker and the county 4-H club staff. Gardens in the T. Borden Walker contest were scored by the County 4-H Club Agent.

Many excellent gardens were seen. Practically all members reported good germination results and abundant yields. A thirteen-year-old Rumney girl, Sharon Munkittrick, had the highest scoring garden in the girls division. Twelve-year-old Arnold Paye of Monroe took top position among the boys. As a special award for these winners, Mr. Walker, a member of the Republican National Committee, arranged a trip to the State Capitol and a visit to the Governor's office.

Winning special rosettes for runner-up spots in the county-wide contest were Jane Adams of Woodsville, 2nd in the girls division, and Barbara Adams of Woodsville, 3rd in the same class. Second place for boys went to Jay Scott of Monroe while Don Merrill of East Haverhill placed third.

Fifteen of the fifty-five T. Borden Walker Garden entries received "Blue" or "Grade A" awards. Included in this select group were Gary Dunn and John Christy, West Canaan; Marilyn Winsor and Sharon Munkittrick, Rumney; Tommy Fellows and David Gray, Etna; Louise Bradley, Thornton; Ar-

nold Paye, Michael Hutchinson and Jay Scott, Monroe; Barbara and Jane Adams, Woodsville; Norman Lamarre, Woodsville; and Ethel Manseau, Lisbon. Entries in the T. Borden Walker 4-H Garden Contest represented twenty-one clubs from seventeen Grafton County communities.



SHARON MUNKITTRICK of Rumney and Arnold Paye of Monroe, winners of the Grafton County T. Borden Walker 4-H Garden Contest, receive Trophies from Governor Wesley Powell.



It was a bad morning for the law students, and at last the professor said: "Gentlemen, I am tempted to ask the Government to declare an additional unemployment area — the one between your ears."

— *Wall Street Journal*



"Mummy," asked the child, "why doesn't daddy have hair on his head?" "Daddy thinks a great deal, dear."

The child mulled this over and then wanted to know, "Mummy, why do you have so much hair on your head?" "Quiet — and eat your breakfast."

**More and More Patrons are using the
Merrimack "Easy-Pay" Plan**

Behold the Splendor of This Night

It is the first Christmas Eve . . . and God has drawn upon His Infinite resources to make this a night of surpassing beauty.

Stars, diamond-bright, set in the blue canopy of His heavens, shine down upon a sleeping world . . . music and the far-off singing of angel voices come echoing down the skies . . . God's Peace encompasses the earth.

This, indeed, is a night for joy . . . for, tonight, God sends His Only Begotten Son to redeem the world. This is the long-awaited time when the Son of God . . . comes to lift the burden of sin from the shoulders of mankind.

But our joy this night is tinged with sorrow . . . for the Holy Infant, lying on His bed of straw, will walk the earth but a little while. The sands of His earthly Life have not long to run. There is but a short span from the Manger . . . to the Cross. He was Born for us . . . that He might die for us.

At this festive season we send you warm greetings and best wishes for 1960.



GRANITE STATE GARDENER

(Continued from Page 21)

asked to judge plates of potatoes, carrots and onions and classify each plate as excellent, good, worthy or unworthy. Insects, diseases, varieties, grades and judging of vegetables all contribute to making a very complete and comprehensive contest. The winners can be justly proud of their accomplishment.

**For dry litter in your
Pens this winter use . . .**

Litter - Kepe

This finely powdered limestone mixes easily with the litter . . . coats litter particles and prevents them from sticking together and caking.

Put it in now while litter is dry.

Use up to 50 lbs. per 200 sq. ft.

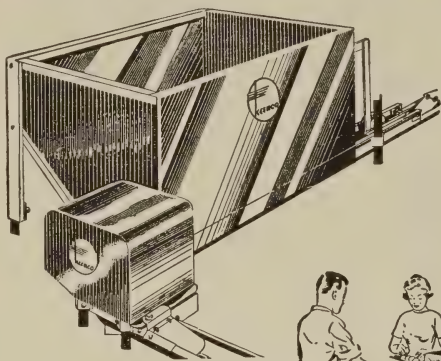
\$21.50

per ton

On sale at . . .

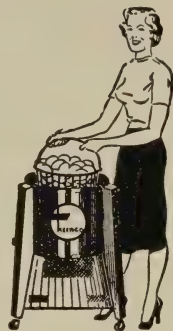
22 Merrimack Stores

KEENCO Leads the Field in Performance!



KEENCO
AUTOMATIC POULTRY FEEDERS

KEENCO Manufacturers
A complete line of
EQUIPMENT FOR POULTRYMEN
On Sale at 22 Merrimack Stores



KEENCO
Automatic Egg Washers

KEENCO
Automatic Egg Scales



MERRIMACK
PREMIUM

DOG
FOOD



My tongue is literally
hanging out for ...

MERRIMACK
PREMIUM DOG FOOD

You just can't ignore the
plea for this satisfying ...
nutritious Dog Food.

Now is the time ... to-
day is the day to stock up
on

MERRIMACK
PREMIUM DOG FOOD

Now Underway . . .

PHENOMENAL PRE-SEASON SALE

Plymouth Domestic Baler Twine

Through December, 1959	\$8.68 per bale
January 1 — March 31, 1960	8.83 per bale
April 1, 1960	9.08 per bale

QUANTITY DISCOUNTS

11-25 bales (22-50 balls)	\$.10 per bale
26-50 bales (52-100 balls)20 per bale
51 bales or over30 per bale

Delivered Cash Prices

GREEN TOP BINDER TWINE

Bale (50 lb. — 6 balls per bale)	\$10.50 per bale
--	------------------

You Are In The Know . . . When You Use DeVoe



Get in on . . .

PRE-SEASON SALE

MERRIMACK FERTILIZERS

	<i>1-24 bags</i>	<i>1-5 tons</i>
15-10-10	\$3.04 per bag	\$70.95 per ton
0-15-30	2.72 per bag	63.25 per ton
0-20-20	2.65 per bag	61.50 per ton
5-10-10	2.21 per bag	50.25 per ton
8-16-16	2.96 per bag	69.00 per ton
10-10-10	2.63 per bag	60.75 per ton

80 lb. bags — f. o. b. Lowell

For CASH by —

Deduct

Jan. 16, 1960 — Shipment before Feb. 27, 1960	\$3.00 per ton
Feb. 6, 1960 — Shipment before Feb. 27, 1960	2.50 per ton

ORDER TODAY !



~~~~~  
Nothing . . . but nothing . . .  
will melt the ice faster than . . .

## Calcium Chloride

It's economical too!

|                   |        |
|-------------------|--------|
| 25 lb. bag .....  | \$1.05 |
| 100 lb. bag ..... | 3.40   |

~~~~~  
CHARLES AND FRED SULLIVAN (father and son team) of Cornish Flat are shown with new additions to their Jersey herd. The Sullivans are long-time users of MERRIMACK RATATIONS.



GUESS WHO?

Sincere sympathy is extended Roy W. Peaslee, former general manager, now retired, on the sudden death of his wife. A native of Readfield, Maine, Mrs. Peaslee served as Register of Probate in Androscoggin county, Maine, for several years. Funeral services were held at Concord with burial at Readfield.



Dana Woodman and family have moved into their newly purchased home in Claremont. Dana is store manager at Claremont.



A bridal shower for Mrs. Edgar Huckins of Bow Lake, Strafford, was held recently at the home of Miss Mary Falvey, Concord, with Miss Clara Yeaton as co-hostess. Mrs. Huckins is the former Miss Ann Farnum, daughter of Assistant Treasurer and Mrs. Everett H. Farnum.



It's a grandson, Jay Thomas, for Mr. and Mrs. Clarence Sweeney. The parents are Mr. and Mrs. John C. Sweeney of Concord. Congratulations. Clarence is a long-time employee at the Bow Warehouse.



As a member of the Poultry Service-men's Advisory Committee, Dr. A. E. Tepper, Merrimack's Poultry Specialist, has been named to the UNH's Annual Health Conference to be held February 4, 5, 1960.



Congratulations to Mrs. Mildred Welch, Main Office receptionist, on the birth of her first grandchild, a daughter, Donna Marie, born to Mr. and Mrs. Richard O. Welch of Concord.



This sweet Miss had just clipped her bangs and she looks as though she was making ready for another weighty decision. She is still making decisions; sometimes for you. Who might she be?

Last month we featured Charles Fletcher and the top award, \$5.00, went to Mrs. Josephine Leete, Milford store.

Second prize, \$3.00, went to Mrs. Dorothy Farwell, Manchester store.



A warm welcome is extended to new employees Wayne Corson, Rochester, and Douglas H. Meattay, Goffstown.



Dr. A. E. Tepper, poultry specialist, attended the Cornell Nutrition School, Buffalo, November 12 and 13.



Congratulations to the lucky marksmen: Larry Amsden, manager of the Milford store, is justifiably proud of the 8-point buck which he recently shot in Vermont. Another happy sportsman is Fay (Pat) Keyes, Bow Warehouse, who brought home a good-sized doe.

A dinner party honoring Nancy Davison, Main Office, was held recently at the Highway Hotel, Concord. Participating in a miscellaneous bridal shower, given by office personnel, were: Mrs. Geneva Satterfield, Mrs. Mildred Welch, Ms. Alma Nielsen, Mrs. Myrtle Matthews, Mrs. Barbara Chickering, Mrs. Nancy Dymont, Mrs. Madeline Corney, Mrs. Edythe Davis, Mrs. Gertrude Dulude, and the Misses Eugenie Martin, Doris Littlefield, Grace Littlefield, Miriam Murray, Eunice Leavitt, Clara Pelletier and Louise Collins.



Credit Manager Norman Ordway has returned to work following a bout with a virus.



Bob Whitney and family spent the Thanksgiving holiday with relatives in New York. Bob is store supervisor.



Gordon (Andy) Anderson, a Merrimack salesman, is a bit red-faced these days. He reports "no luck" but his son Arnold brought down a 4-

point buck in Vermont. Another son, Kenneth, brought home a doe. It's all in the family, Andy!



Chester Floyd and family last month moved into their newly purchased home on Concord Heights. Chet works at the main office.



Mr. and Mrs. Harold Todd have returned from a vacation spent with their son and family at Bridgeport, Conn.



Fred Carter, Merrimack salesman, shot an eight point buck on the opening morning. Time is recorded at 7:45. Clarence Wheeler, Bradford store came home with a buck on opening day.



Mrs. Barbara Chickering has returned to work at the Main Office following a brief vacation.



Merry Christmas

. . .

Happy New Year



ANNIVERSARY OPEN HOUSE

— Mr. and Mrs. Clayton S. Ogden of Concord recently celebrated their 50th wedding anniversary at an open house where their son-in-law and daughter Mr. and Mrs. Earl H. Matthews were host and hostess. The couple were married in Claremont where Mr. Ogden was employed for 29 years. Both are members of the Knights of Malta. Miss Ruth Ogden of Bow, a niece, was in charge of the guest book at the party. Mrs. Matthews is paymaster for the Exchange.

the
pep-er
up-er



Merrimack Hi-Pro-Vite Pellets

- High Protein - High Vitamin
- Nutritious - Appetizing

Use 5 lbs. per 100 birds daily to stimulate production.

On Sale At - - -

22 MERRIMACK STORES



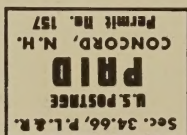
She will welcome the tangy freshness of . . .

Merrimack 16% White Mountain Dairy Ration

It is a well balanced ration for your
cows' winter needs.

On sale at . . .

22 MERRIMACK STORES



Return Postage Guaranteed
MERRIMACK
FARMERS' EXCHANGE, Inc.
CONCORD, NEW HAMPSHIRE
Form 3547 requested